

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 DODE-00 NSAE-00 USIA-06

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FM AMEMBASSY MADRID

TO SECSTATE WASHDC PRIORITY 9849

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E.O.11652: N/A

TAGS: ESTC, SP

SUBJECT: REQUEST FOR P.L. EXPORT TRANSACTION CHECK, IBERO FON,
S.A. OEA CASE A252179

REF: STATE 76150

1. EMBOFF VISTED IBERFON, S.A. APRIL 19. AND SPENT ABOUT ONE HOUR
TOURING PLANT FACILITIES. ASSISTANT DIRECTOR ALBERTO DE LA CRUA
CALVO. WHO SIGNED THE DIB-629P. EXPLAINED THAT THE PASSAVANT EQUIP-
MENT IS TO ALLOW FIRM TO DO OWN COATING TO TAPE FOR CASSETES WHICH
FIRM NOW BUYS FROM OTHER MANUFACTUREERS, EMBOFF LOOKED OVER DOCUMENT
RELATING TO PURCHASE OF EQUIPMENT WHICH APPEARED TO BE IN ORDER.

2. EMBOFF TOURED PLANT WITH CARLOS SAVAL MONLEON, ANOTHER ASSITANT
DIRECTOR WHO WAS IN BIRMINGHAM IN MARCH 1977 FOR INSPECTION AND
PURCHASE OF PASSAVANT MACHINE. EMBOFF INSPECTED FORMER WAREHOUSE
WHICH
IS BEING CONVERTED FOR INSTALLATION OF PASSAVANT MACHINE SINCE
COMPANY WANTS MIXING AREA ISLOATED FROM MAIN PLANT DUE DANGER
FO FIRE AND EXPLOSION. ACCORDING TO SAVAL COMPANY HAD PLANNED TO
PIPE MIXTURE TO NEW BUILDING ABOUT FIFTY YARDS AWAY WHERE PASSAVANT
MACHINE WOULD BE INSTALLED. HOWEVER, ON ADVICE FROM ENGINEER WHO
FELT THAT DISTANCE WAS EXCESSIVE FOR PIPING MXTURE, MACHINE WILL
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NOW BE INSTALLED IN SAME BUILDING AT MIXING AREA. SAVAL SAID THAT
ROOM HAS BEEN LEFT FOR INSTALLATION OF SECOND COATING MACHINE AT SOME
FUTURE DATE, AS NEEDED.

3. EMBASSY HAS REQUESTED DUN AND BRADSTREET REPORT AND WILL DO
COMPLETE WTDR UPON RECEIPT. BASIC OUTLINE ON FIRM FOLLWOS:
MANUFACTURES RECORDS AND CASSETTE TAPES OF VARIOUS MUSIC, INCLUDING

PRODUCTION OF OWN PLASTIC CASSETTES FORMS: TOTAL EMPLOYEES OF ALL
SUBSIDIARIES ABOUT 400, THE MAINPLANT (WHICH EMBOFF TOURED)
PRODUCES ABOUT 20,000 PHONO RECORDS AND 35,000-50,000
CASSETTES USING TWO SHIFTS. DURING RUSH SEASON THIRD SHIFT IS
ADDED.

4. SAVAL CLAIMED THAT EXPORT SALES, WHICH AVERAGED 35-40 PER CENT
SEVERAL YEARS AGO, ARE NOW ONLY ABOUT THREE PER CENT AND CONSIST
ONLY OF RECORDS CASSETTES ETC. SAVAL SAID FIRM SELLS NO EQUIPMENT
OR MACHINERY, SALES TO CUBA WHICH PREVIOUSLY MADE UP
SUBSTANTIAL PART OF BUSINESS, ARE NOW PRACTICALLY NEGLIGIBLE,
ACCORDING TO SAVAL.

5. COMMENT: BASED ON ABOVE FINDINGS EMBASSY RECOMMENDS THAT
IBEROFON BE REMOVED FROM EDL AND THAT EXPORT LICENSE FOR PASSAVANT
EQUIPMENT BE APPROVED. STABLER

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Message Attributes

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